

Message Text

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PAGE 01 STATE 294967

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ORIGIN COME-00

INFO OCT-01 NEA-02 ISO-00 EB-02 /005 R

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----- 103579

P 030419Z DEC 76

FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN PRIORITY

UNCLAS STATE 294967

FOLLOWING SENT ACTION SECSTATE DTD 221655Z NOV 76

QUOTE UNCLAS DAKAR 7695

EO 11652: NA

TAGS: BEXP ENRG SG

SUBJECT: G.E. PRESENTS PROPOSAL FOR PORT SEDAR THERMAL PLANT

REF: A DAKAR 4980, B DAKAR 7309

AFTER MANY DELAYS, G.E. PRESENTED ITS PROPOSAL TO CONSTRUCT \$30 MILLION THERMAL POWER PLANT AT PORT SEDAR SITE TO SENEGALESE MINISTER OF INDUSTRIAL DEVELOPMENT LOUIS ALEXANDRENNE ON NOV 17. ALEXANDRENNE WAS JOINED BY OFFICIALS FROM SENELEC (GOS POWER COMPANY), IRASENCO AND MIN OF FINANCE, WHILE CITIBANK ACTING DIR AND EMB E/C OFF JOINED G.E.

2. PRESENTATION WAS NOT FLAWLESS, BECAUSE OF UNFAMILIARITY OF G.E. REPS WITH FRENCH LANGUAGE. HOWEVER, GOS REPS CLEARLY GOT MESSAGE THAT G.E. PLANT IS CHEAPER, MORE EFFICIENT AND MORE FLEXIBLE THAN COMPETING PROPOSALS.

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PAGE 02 STATE 294967

3. BECAUSE OF GENERAL UNCERTAINTIES CONCERNING PORT SEDAR,

GOS NOT PREPARED TO CONTRACT FOR POWER PLANT AT THIS TIME.
HOWEVER, TOBENE PHOSPHATE MINE IS SOUND ECONOMIC PROJECT
ON ITS OWN AND WILL BE DEVELOPED REGARDLESS OF FATE OF
OTHER UNITS. TOBENE WILL REQUIRE AT LEAST 20 MEGAWATTS
IN INITIAL STAGE, WITH ADD-ON ELECTRICAL POWER BEING PUT
IN PLACE AS NEEDED.

4. G.E. REPS WERE NOT PREPARED TO TALK FINANCING IN
DETAIL. GOS ASKED G.E. TO COME UP WITH AN "INTERESTING"
FINANCIAL PACKAGE, WHICH G.E. PROMISED TO DO. EMBASSY
BELIEVES EX-IM MAY BE MORE INTERESTED IN THIS THERMAL
PLANT IF LINKED TO TOBENE BUT NOT NECESSARILY OTHER ASPECTS
OF PORT SEDAR AND HOPES G.E., EX-IM AND CITIBANK CAN
COME WITH A PACKAGE TO WIN THIS CONTRACT. AGGREY UNQUOTE
KISSINGER

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